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Message from our Leadership

Dear Friends and Supporters,

What do educators, recycling advocates, yoga instructors, and occupational therapists have in common? They are all BCABVI community partners who contribute their individual expertise to help us tackle complex problems impacting people who are blind and visually impaired. Each person’s role is distinct but our collective impact is greater than we could ever have alone.

With their help, last year we successfully created programs that went beyond basic vision services to address the bigger issues of aging in place, emotional wellness and youth empowerment. Together we insured every donation served a specific purpose in support of our larger vision. Used eyeglasses collected locally were shared among other communities with financial needs; textiles and metals we couldn’t sell in our thrift shop were recycled to preserve the environment; and funds raised helped increase public awareness both in Bucks County and across Pennsylvania.

BCABVI exists to provide resources, answers and support for people with blindness or other visual impairment that maximize their ability to meet life’s daily challenges and realize their continued self-worth and value to our community. By engaging partners we trust, who share our values, and offer new competencies that complement the expertise found within our organization we discover new ways to implement our mission on a larger scale.

Throughout this report, we celebrate what we have accomplished with our current partnerships and introduce opportunities for new ones as part of our upcoming strategic plan. We encourage you to review our 2020 target areas and engage in conversation with us about how you can contribute to our future success.

Marc Winokur
Board President

Anne Marie Hyer, MPA, MS
Executive Director

Anne Marie Hyer

Marc Winokur

Board President
As a nurse and educator, promoting wellness and healthy living has been a main focus of my career. I initially became involved with BCABVI when my employer, Jefferson University Hospital and their Department of Mindfulness was seeking opportunities to use their Development Fund to facilitate teaching mindfulness practices to underserved populations. Living in Newtown and aware of BCABVI through their thrift shop I suggested we offer classes to the clients there. While working with BCABVI, I discovered an organization that shared my same philosophy of supporting people to maximize their potential. My experience with BCABVI made me want to be a part of the agency and I recently became a member of the Board of Directors.

Bonnie M. Butler RN, BSN, MA

“Volunteers provided 1,843 hours of service with an in-kind value of $45,964. In a smaller organization, volunteers have even more of an impact because we simply wouldn’t have the manpower to do everything we want to do for our clients and community without their help. We believe volunteers don’t get paid, not because they’re worthless, but because they’re priceless.”
At FOX Rehabilitation, a core pillar of our mission is to believe in the strength of people to achieve what they once thought impossible. Through a model of geriatric physical, occupational and speech therapy housecalls, we give our patients the tools that they need to be safe and independent as they age in place. It has been wonderful to work with BCABVI because they mirror our passion for service and the delivery of painstakingly excellent clinical care. They are a tremendous ally and resource to our practice and our community.

Rory English PT, DPT, GCS Senior Regional Director of Operations FOX Rehabilitation

Our clinics provided 441 low vision evaluations, follow-up appointments and low vision therapy training sessions. We distributed 398 low vision aids and loaned an additional 50 devices to low income patients through our lending library.

People need to be able to use what they learn in our clinics in their home. The additional training and support provided by organizations like Fox Rehab will further encourage independence and patient success in their everyday environment.
I was surprised the first time I walked down the street and overheard comments about my white cane. People didn’t know what it was for. The second time it happened I knew I had to do something about it. As part of the foundation, I started the Bookin’ for Lookin’ 5K Race event as a way to raise awareness about people with blindness and visual impairments and to raise money for non-profit organizations that help them. I chose BCABVI as one of the two nonprofits the foundation supports because it is a phenomenal place to get services. The updated facility and clinic mean I don’t have to travel to Philadelphia to access expertise and technology. Over the past six years I have seen what BCABVI has done and believe it will have continued success in the future. In addition to the financial support provided by my foundation, I now have joined BCABVI’s Board of Directors as a way to make an even bigger impact on my local community.

Mark McCowan, Founder/President of the Bookin’ for Lookin’ Foundation

We conducted 21 community presentations, 12 adult and 7 children’s education programs, participated in 3 health fairs, and 1 local cable program interview last year to raise awareness and educate our community.

Our diverse audiences included nursing students, business association professionals, senior citizen groups, 3rd grade students, medical staff, community organizations, foundations, potential clients and the general public. When these varied audiences advocate within their individual peer groups, increased awareness reaches all parts of our community.
The dedicated members of the Middletown Lions Club volunteer their time to collect used eyeglasses because we are committed to helping the visually impaired community. Being able to drop off all the donated eyeglasses at BCABVI gives us more time for additional service activities, which is what our club is all about.

Kate Sutter, Middletown Lions Club

The purpose of the New Jersey Lions Eyeglass Recycling Center (NJLERC) as an organization is to collect, clean, neutralize, and designate the prescription of used eyeglasses and to store and package them for distribution to needy groups and individuals throughout the world. BCABVI is a centralized collection site where local Lions Clubs can drop off glasses collected from across Bucks County. By using a centralized location, it reduces the resources needed for collection and makes the program more efficient.

Alan Brewer, President of the NJ Lions Eyeglass Recycling Center

BCABVI partnered with 20 local Lions Clubs throughout Bucks County to collect 40,569 pairs of used eyeglasses to be recycled for groups and individuals in need.
BCABVI provided 5,700 hours of support groups, life skills sessions, and social/recreational activities at our Newtown facility and community sites throughout Bucks County.

A visual impairment can limit people’s ability to perform everyday tasks, affect their quality of life, and to interact with the surrounding world. Feeling understood and socially connected to others who share similar experiences reduces the stress and anxiety that often accompanies vision loss and replaces them with feelings of confidence and hope for the future.

“BCABVI has this positive energy that draws people in. You feel it everytime you walk in the door. It is a place where I can connect with people, be vulnerable, and don’t feel alone. Through my low vision support group, my confidence has grown. I am grateful and want to give back to the community of people who were there for me when I needed it. That is why I am a donor and volunteer yoga instructor at BCABVI.”

Karin Surkin, Yoga Instructor
By recycling scrap metal, 611 Metals takes what could be considered as waste and changes it into a resource which can be continuously reused to preserve the environment. At the same time we help provide funds in support of programs for people who are blind and visually impaired. Any great partnership benefits everyone involved and that is what we have found with BCABVI.

Michael Carr, 611 Metals

Second Look Newtown Thrift Shop has recycled over 100,000 lbs of metal and textiles creating value from every donation while protecting our environment.

Everything generously donated to our thrift shop from community members is used in some way. Whether it is sold in the store, online, or recycled it contributes to the unrestricted income available to support our programs and services. Last year Second Look Newtown Thrift Shop generated income equal to 40% of our annual operating budget with sales increasing by 11% from the prior year.
## Donors for Period of 7/1/2018 - 6/30/2019

### Business Support
1000-4999
- Bristol Meyers Squibb Foundation Matching Gift
  - Courtesy of Mr. Edmund Orcutt
- Eye Associates LLC
- First National Bank & Trust Company of Newtown
- Janney Montgomery Scott LLC
- Jester Pool Service
- The Charter Foundation

100-499
- AstraZeneca Pharmaceuticals Matching Gift - Courtesy of Mr. David Landis
- Harold Beck & Sons
- Steak 38 Café
- Crystal Findings, Inc
- Upper Bucks Foot & Ankle

0-99
- Aunt Judy’s Family Restaurant LLC
- Crystal Findings, Inc.
- Upper Bucks Foot & Ankle

### Foundation Support
1000-4999
- Bookin’ for Lookin’ Foundation
- The Ethel Bowen Charitable Fund
- Malmark Inc. Charitable Fund

0-99
- Fred Beans Charitable Fund

### Community Organization Support
1000-4999
- Bensalem Lioness Club
- Bensalem Lions Club
- Exchange Club of Newtown
- Northampton Township Lions Club
- Langhorne Lions Club
- Springfield Township Lions Club
- Trumbauersville Lions Club
- Warrington Lions Club
- United Way of Greater Philadelphia & Southern New Jersey

100-499
- Bristol Lioness Club
- Bucks Montgomery Optometric Society
- Chalfont Lions Club
- Dublin Lions Club
- Low Vision Group - Southampton Estates
- Newtown Lions Club
- Perkasie Lions Club
- Philadelphia Law Enforcement Lions Club
- Plumstead Lions Club
- Quakertown Lions Club
- Richlandtown Lions Club
- The Woman’s Club of Perkasie

### Memoriums - Total of $3,611 donated

**In Memory of Albert F. Harrington**
- Mr. Mark Sims
- Mr. & Mrs. Walter Dowling
- Ms. Cathy Overmeyer
- Ms. Linda Ciccotelli
- Ms. Maria Erling

**In Memory of Martha Marshaleck**
- BCABVI Lions Club
- Dr. Edward Marshaleck
- Ms. Lottie Wajda
- Ms. Joy Ellis

**In Memory of Dorthy Maykuth & Thomas Weber**
- Ewing High School Sun Fund

**In Memory of Ann C. Piccinotti**
- Mr. Frank Rizzo
- Mr. Michael Schulz
- Mr. Richard Shaginaw
- Mr. Michael Schulz
- Mr. Timothy White
- Mr. & Mrs. Alexander Cartwright
- Mr. & Mrs. J.R. Gerhart
- Mr. & Mrs. Paul Doerflein
- Mr. & Mrs. Charles Cocuzza
- Ms. Barbara Snecker
- Ms. Denise Hopkins
- Ms. Carol Young

**In Memory of Gloria Field**
- Mr. Randee Slutzky
- Mr. & Mrs. B. Cohen
- Mr. & Mrs. Carl Ravitch
- Mr. & Mrs. D. Malinger
- Ms. Cathy Holzer
- Ms. Helene Gabriele
- Ms. Joan Blattner
- Ms. Lauren Schor
- Ms. Mary Lou Ruffin
- Ms. Regina Cesario
- Sidney & Eunice Saltz

**In Memory of Rose Gold**
- Mr. & Mrs. Edward Cohen

**In Memory of Bobbi Scharf**
- Mr. & Mrs. Edward Cohen

**In Memory of Martha Marshaleck**
- BCABVI Lions Club
- Dr. Edward Marshaleck
- Ms. Lottie Wajda
- Ms. Joy Ellis

**In Memory of Eleanor Maffei**
- Dr. & Mrs. Gerald Gares
- Mr. & Mrs. Adolf Reichenbacher
- Mr. & Mrs. Charles Szabo
- Mr. & Mrs. Robert Krist
- Ms. Dianne Viselli
- N. Halpin

**In Memory of Dorthy Maykuth & Thomas Weber**
- Ewing High School Sun Fund

**In Memory of Ellen Daeson**
- Ms. Rita Jobs

**In Memory of Ellen Daeson**
- Ms. Rita Jobs

**In Memory of Rose Gold**
- Mr. & Mrs. Edward Cohen
### Individual Supports

<table>
<thead>
<tr>
<th>Amount Range</th>
<th>Names</th>
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| 1000-4999    | Drs. David & Denise Wilcox*  
Mr. Edmund Orcutt  
Mr. John Yardley  
Mr. & Mrs. Duane Buck*  
Mr. & Mrs. Glenn Beasley*  
Mr. & Mrs. Thomas Beresford*  
Ms. Anne Kasprinski*  
Ms. Nancy Mulholland |
| 500-999      | Mr. Edward Sherwood  
Mr. & Mrs. Barry L. Pflueger*  
Mr. & Mrs. Charles Quattrone*  
Ms. Kathleen M. Pries |
| 100-499      | Dr. Edward Marshleck*  
Dr. Katie McPeak  
Mr. Douglas W. Weber*  
Mr. E. Kyle St. Claire*  
Mr. Eugene DiGirolamo*  
Mr. Frank Genieser  
Mr. Gary Carriero  
Mr. Jay W. White*  
Mr. John Parry*  
Mr. Joseph Carugati*  
Mr. Ken Moore  
Mr. Matteo L. Giammario* |
| 0-99         | Dr. & Mrs. Hooshang Sadiky  
Dr. & Mrs. Jeffrey L. Pollock*  
Mr. Alan Liss*  
Mr. Alan M. Rubenstein*  
Mr. Allen F. Beans*  
Mr. Arthur Dameron*  
Mr. Arthur C. Ivins*  
Mr. Ashol Kapoor  
Mr. Barry Lynn*  
Mr. Charles McAdams*  
Mr. Charles J. Strauss*  
Mr. Christopher Morath  
Mr. Cody Morath  
Mr. David M. Miller*  
Mr. Denton Kanouff*  
Mr. Donald Stewart  
Mr. Fred W. Schultz* |

* = Donors of BCABVI for 5+ years
BCABVI ended fiscal year 2018/2019 in a strong financial position having sufficient liquid assets in reserve to cover 4.5 years of operating expenses.
2018-2019

Revenue

BCABVI generated total revenue of $941,148 with only 11% coming from any government source. Our self-reliance for funding enables us to offer innovative programs that are flexible and relevant to our clients’ current needs.
BCABVI ended the year with a balanced budget with our expenses of **$941,148** equaling our revenue.

84% of our funds provided direct client services.

14% went towards building and retaining a strong infrastructure.

2% invested in fundraising resulted in over $115,000 in private donations, grants, and bequests.

To review BCABVI’s Audited Financial Statements or Privacy Policy please visit our website at www.bucksblind.org or call us at 215-968-9400.
2020 Strategic Plan

Client Services: Changing Lives

THE BIGGER PICTURE
Healthy living includes physical, mental and emotional well being. Vision loss has the potential to impact every aspect of a healthy lifestyle. We are expanding our current services to incorporate new programs that focus on the whole person and encourage comprehensive wellness.

BRIDGING THE GAP
Our clinics encourage independence for patients in their everyday lives. Training provided on low vision aids needs to translate into the home setting to be effective. By enhancing training options to include in-home support, we can facilitate a seamless transition of skills from clinic to home and achieve the best outcomes for our patients.

ADVANCING EDUCATION
We help identify potential vision problems through our preschool screening program, but parents often do not know resources available to maximize their child’s visual potential. The ongoing development of informational sessions will provide families with the tools needed to empower their children and encourage their success in both the classroom and life.
Target Areas

Support Services: Information and Finance

**Develop Resources**

**BUILDING RELATIONSHIPS**
People are the core of our business. By engaging community members who share a passion for our cause, we can generate resources needed to grow the organization and further our mission.

**Improve Data**

**INFORMED DECISIONS**
Informed choices and strategic decisions require good data. By enhancing our information collection systems we can gather more meaningful data that better measures the impact of our services and helps drive organizational change.

**Thrift Shop**

**MANAGING GROWTH**
Last year’s closing of several thrift stores in Bucks County created new opportunities for expansion and some operational challenges. Sales increased by 12% and donations surged. Issues of space and workflow require evaluation to encourage controlled growth and continued success.
2018-2019
Bucks County Association of the Blind & Visually Impaired

Board of Directors

Glenn Beasley - President
Marc Winokur - Vice President
Gloria Katsiff - Secretary
Barry L. Pflueger Jr. - Treasurer

Sue Beresford
Duane Buck
Joanne Hutchins
Marianne Lang
Ken Moore, PDG
Charles Quattrone Jr.
Arthur Siegel, OD
Amy VenDenburgh
Susan Von Rohr
Rebecca Walker, MD
Rande Whitham

Advisory Board

Sheena A. Bediako Esq.
Thomas Bogia
Eileen DelViscio
Dennis Fittipaldi
Larry Kalker, MS, DPM, PC
Laurie Wajda

Executive Director, Anne Marie Hyer, MPA, MS
We have a strong understanding of early childhood development and offer a curriculum designed to address the intellectual, social, physical, and emotional growth of every child in our preschool. The vision screenings offered by BCABVI provide a critical service to our families and have identified specific children of our preschool who were in need of assistance. By identifying potential vision problems that could affect their child’s development the BCABVI offers parents the resources to help when needed. Working together, we make sure every child can be successful and meet their full potential.

Karen Borghi, Director of Doylestown United Methodist Church Preschool

We partnered with 87 preschools to connect with 1486 children throughout Bucks County who received free vision screenings to encourage their educational success.

Approximately 80 percent of what a child learns in their early years is learned visually. Early detection and treatment of vision disorders are important to maximize a child’s visual potential. The longer eye conditions are left untreated, the more likely they are to worsen, affecting the social and academic readiness skills that are of utmost importance for their success in school.
Our goal is to raise $15,000 for two SPOT Vision Screeners so we can increase our preschool vision screenings by 15% in 2020.

Be our partner as we give Bucks County children a head start in their education. Donate today at www.bucksblind.org.

Welch Allyn Spot™ Vision Screener
- Easy to use
- Simple Pass/Refer Results
- Increases accuracy of referrals
- More efficient process